

FRANCHISE ALERT #: 20 TRASH AND JUNK REMOVAL FRANCHISES

WHAT FRANCHISES ARE IN THIS AREA: There are services that **HAUL** trash or junk from homes, offices, construction sites, huge apartment complexes, and so on. They offer a variety of benefits from convenience, cost reduction, and sanitation. They provide good stewardship of resources and help the environment and our communities in many ways.

OWNER'S ROLE: Trash or junk removal franchises have two primary roles for the franchisee.

1. **Owner/operator:** This is a full-time commitment with heavy involvement in daily operations and customer acquisition. The focus is on building and leading your team, growing the customer base, ensuring customer satisfaction, and managing the business by the numbers.

No trash or junk removal franchises have the owners driving trucks. If he or she drove the truck, this would neglect the responsibilities of the owner and indicate a possible lack of management ability. Employees drive the vehicles.

One of the main responsibilities of the owner is to **go out and get the business** by networking and calling on potential customers. These include apartment complex managers, construction site managers, realtors, storage facility owners, and the like.

2. **Manage-the-manager:** The owner hires a full-time Operations Manager from Day One. He or she attends franchise training and has a finger on the pulse of the business daily.

In contrast, the owner's time commitment is less than full-time since he or she manages from a big-picture perspective. The focus is on financial performance, HR, monitoring Key Performance Indicators (KPIs) and business development.

IDEAL CANDIDATE: Has business acumen and management skills; ability to hire, develop, and lead a team. Interest in networking in the business community and people/sales ability to call on potential customers.

SKILLS REQUIRED: NO WASTE MANAGEMENT, JUNK HAULING OR TRANSPORTATION EXPERIENCE REQUIRED!





Franchisors provide training about what an owner needs to know about the waste management or the junk hauling and disposal business. They also provide ongoing support to owners (same as franchisees) throughout the length of the franchise agreement term.

A positive, can-do attitude coupled with general people and business skills are important to have. Pluses include a growth mindset, blue collar supervisory experience and skills and leadership skills.

NOTE:

- The waste industry in the US is valued at \$75 B a year.
- Junk removal alone is a \$10B per year business.
- The average person in the US produces, get this, about **45 pounds of waste DAILY**. The good news is that almost one-third of it can be recycled or composted.

Two areas where franchises in this space tend to have the advantage over local, independent businesses are the application of advanced technology in their vehicles and operations and digital marketing.

UNIQUE CHARACTERISTICS:

Trash and junk removal businesses provide **ESSENTIAL SERVICES**. They **REDUCE COSTS** for their customers, **PROVIDE CONVENIENCE** and are **ECO-FRIENDLY**. They **MAKE A DIFFERENCE** in the lives of people and in their communities, all **WHILE MAKING A DOLLAR** or a lot of them!

They provide good stewardship of resources and help the environment in many ways:

Example #1: CRUSH trash in dumpsters so more trash fits into each dumpster.

Benefits: The dumpsters need emptying fewer times. This saves gas, reduces pollution and lowers the cost of emptying dumpsters.

Example #2: COLLECT trash from individual apartments in large complexes so hundreds of individual residents don't need to haul their trash to the dumpster.

Benefits: convenience, cleanliness, sanitation, efficiency

Example #3: REMOVE junk from homes

Benefits: **REDUCE** items that go to landfills by **DONATING** furniture **TO NON-PROFITS (REUSING AND RECYCLING)**

Companies with a customer mix focused primarily on either construction debris disposal or the housing market will experience the cyclical nature of those industries.

MINIMUM FINANCIAL QUALIFICATIONS:

On the low end, a home-based franchise requires \$54K in liquidity or non-financed cash and a minimum net worth of \$150K.

On the high end, a waste management franchise requires \$150K in liquidity or non-financed cash and a minimum net worth of \$450K.

HOT MARKETS:

There is great availability across North America.

NEXT STEP:

1. Visit our [website](#), [FAQs](#), [videos](#), [testimonials](#), [Resources](#), and [LinkedIn profile](#)
2. Schedule a confidential appointment with Anna by calling/texting 706.736.0579, emailing anna@selectfranchises.com, or [clicking here](#).
3. Stay in touch and be informed by engaging on social media to get the latest news on what's hot in franchising and learn what you need to know about franchises.
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It's my pleasure to provide insightful economic data and information to you about [trash and junk removal franchises!](#)



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Learn. Launch. Live Your Dreams.



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